

### Business Certifications

There is **NOT** a single all encompassing business certification programs for disadvantaged, minority and/or women-owned businesses. Certification is only required if your business desires to sell products or services to a government agency or private firm that requires certification as part of their contracting process. The types of certification available vary based on federal, state and local laws, and the type of contracting.

Certification eligibility requirements may vary based on:

- Business Size
- Citizenship
- Management and Control of Company
- Independence
- Social Qualification
- Economic Qualification (personal net worth)
- Length of time in Business
- Participation Limitations (based on federal, state and/or local laws)

If you have targeted corporations and state/local/federal government in your strategic growth plans, getting certified will help you leverage sales within those markets.

Some other benefits of certification include:

- Price evaluation preference
- Sole source or limited competition possible
- Third-party marketing
- Free directory listings (online and offline)
- Helps meet client goals
- Opportunity to participate in special recognition events.

Not all the benefits listed above apply to every certification program. Be sure to seek information on certification benefits from the certifying entity.

### Registration verses Certification for the STATE of Indiana.

What is the difference between REGISTERING to do business and obtaining one of the various state CERTIFICATIONS?

If you are interested in selling a product or service to the State of Indiana, you should first submit a Vendor Application to the Procurement Division of the Indiana Department of Administration. While vendors do not need to be **registered** to bid, the Procurement Division does **require registration of every vendor to whom an award is made.**

In order to be identified as a **Disadvantaged/Minority/Woman-owned Business Enterprise**, a firm must submit a completed Certification Application along with the required support documents and undergo a review process. If the firm meets the criteria established by the certifying authority, the firm will receive a certification letter stating the length of time for which the business will be certified.



### Webibles

**L**earn more about Business Certification Programs using SBA online resources:

#### CERTIFICATION PROGRAMS

SBA's electronic training course outlining the three core procurement certification programs: Small Disadvantaged Businesses, 8(a) Business Development, and HUBZone Empowerment Contracting Program.

<http://www.sba.gov/training/certprograms.html>

#### COMPARISON OF VARIOUS BUSINESS CERTIFICATION PROGRAMS (CHART)

PDF: <http://www.sba.gov/in/BusCERT.pdf>  
Text: <http://www.sba.gov/in/BusCERT.txt>



### BREAKFAQS with SBA

**T**his section provides answers to commonly asked questions related to business certification programs.

#### Q: Can women-owned businesses be certified has minority owned?

**A:** No, minority certification indicates an ethnic owned company based on majority owners' minority group. Members are U.S. citizens, who are African American, Hispanic American, Native American, Asian Pacific American, and Asian Indian American. The minority group or individual must own at least 51% of the business. In the case of a publicly owned business, those minority group members must control at least 51% of operations.

#### Q: What is PRO-Net?

**A:** Pro-Net is an electronic gateway of procurement information -- for and about small businesses. It is a search engine for contracting officers, a marketing tool for small firms and a "link" to procurement opportunities and important information. It is designed to be a "virtual" one-stop-procurement-shop. **Registration is free at** <http://pronet.sba.gov>



### Questions



**S**end questions on the upcoming topics to Attn: BREAK

**E-mail:** [indiana@sba.gov](mailto:indiana@sba.gov)

**Mail:** U.S. Small Business Administration  
429 N. Pennsylvania Street, Suite 100  
Indianapolis, Indiana 46204-1873

**Fax:** (317) 226-7259 **TTD:** (317) 226-5338

## SBA Headline News



### **SMALL BUSINESS WEEK 2001 STATE WINNER**

Joseph A. Beckman, Owner  
Home Lumber Co. & Glenlord  
Lumber Company  
1900 Hart Street  
Dyer, IN 46311  
219/865-3310  
Fax: 219/865-5600  
Retail lumber



**Press Release July 26: WASHINGTON -  
FULL SENATE CONFIRMS HECTOR  
BARRETO JR. AS NEW  
ADMINISTRATOR OF SBA**



**Press Release Indiana MEDWeek  
Awards Presented**

**2001 Minority Small Business  
of the Year...** Larry S. Webb,  
President, Webb Construction, Inc.  
Gary, Indiana ... see Connections  
September 2001 for more details ...  
<http://www.sba.gov/in/indonews.html>



**Press Release SBA Recipe for  
Success at Local Eatery**

As owner of Lord Ashley's Pub &  
Eatery, Tim Kerlin knows that  
providing quality products and service  
are main ingredients in a successful  
business. Because of this, Tim's  
venture has received frequent  
recognition for its food and service.  
The eatery's pizza was recently  
named the "best in Warren Township,"  
....continued at  
<http://www.sba.gov/in/indonews.html>



**Press Release SBA Program not a  
"drag" for Superstar**

Drag Racing superstar Don "The  
Snake" Prudhomme is used to making  
history. Prudhomme set numerous  
records during his 30 seasons behind  
the wheel...continued at  
<http://www.sba.gov/in/indonews.html>

## When, What, Where?

Visit the Indiana District Office  
calendar at <http://www.sba.gov/in/>  
for information on upcoming events,  
seminars and workshops.

## Upcoming Topics

**Pricing  
Survival  
Understanding Financial  
Statements**

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**U.S. Small Business Administration  
Indiana District Office  
429 N. Pennsylvania Street, Suite 100  
Indianapolis, Indiana 46204-1873  
(317) 226-7272 / TTD: (317) 226-5338**

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## BREAK with SBA Counseling & Training Resources

### SCORE

A nonprofit association dedicated to  
encouraging the formation, growth, and  
success of small business nationwide through  
counseling and mentor programs.

### Indiana locations:

Indianapolis	(317) 226-7264
Fort Wayne	(219) 422-2601
South Bend	(219) 282-4350
Evansville	(812) 421-5879
Gary	(219) 882-3918
Columbus	(812) 379-4457
Anderson	(317) 642-0264
New Albany	(812) 944-9678
Bloomington	(812) 339-8937
Kokomo	(765) 454-5301
Marion	(317) 664-5107
Elkhart	(219) 293-1531
Logansport	(219) 753-6388

### Small Business Development Centers

The SBA, in conjunction with state  
government and local partners, administers  
the Small Business Development Center  
Program to provide management assistance  
to current and prospective small business  
owners.

### Indiana locations:

Bloomington	(812) 339-8937
Columbus	(812) 372-6480
Muncie	(765) 284-8144
Lafayette	(765) 742-2394
Terre Haute	(812) 237-7676
Kokomo	(765) 457-7922
Fort Wayne	(219) 426-0040
Portage	(219) 762-1696
Richmond	(765) 962-2887
South Bend	(219) 282-4350
New Albany	(812) 945-0266
Madison	(812) 265-3127
Evansville	(812) 425-7232

### Women's Business Center

Each women's business center provides  
assistance and/or training in finance,  
management, marketing, procurement and  
the Internet, as well as, addressing  
specialized topics such as home-based  
businesses, corporate executive downsizing  
and welfare-to-work.

### Indiana location:

Fort Wayne	(219) 424-7977
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